

Message Text

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ACTION PM-04

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FM AMEMBASSY OSLO
TO SECSTATE WASHDC 3409
INFO SECDEF
HQ USAF WASHDC
USCINCEUR VAIHINGEN GER
HQ ASD WRIGHT PATTERSON AFB OH

UNCLAS OSLO 1366

SECDEF FOR ISA(SA)/DSAA; HQ USAF FOR LGF; USCINCEUR FOR ECJ4/7;
HQ ASD FOR F-16 SPO/YP.

E.O. 11652: N/A
TAGS: MASS, NO
SUBJECT: GENERAL DYNAMICS PERSONNEL VISIT TO NORWAY

1. TOP LEVEL GENERAL DYNAMICS CORPORATION PERSONNEL HAVE JUST COMPLETED A FRUITFUL/PRODUCTIVE VISIT TO NORWAY, MEETING WITH SENIOR MOD, INDUSTRY AND POLITICAL OFFICIALS.

2. MSSRS DAVID LEWIS, PRESIDENT & CHAIRMAN OF THE BOARD; JAMES BEGGS, EXECUTIVE VICE-PRESIDENT AEROSPACE; LYMAN JOSEPHS, VICE-PRESIDENT INTERNATIONAL; BLAINE SCHEIDEMANN, VICE-PRESIDENT F-16, AND DEPUTY PROGRAM DIRECTOR; AND JAMES MURPHY, VICE-PRESIDENT EUROPE, ALL VISITED OSLO AND HAD MEETINGS WITH INVOLVED NORWEGIAN OFFICIALS, INCLUDING MINISTER OF DEFENSE ROLF HANSEN, BRIGADIER R. OMRENG, NORWEGIAN F-16 STEERING COMMITTEE MEMBER; COL A. SEJNAES, MOD F-16 PROJECT OFFICER; MAJ GEN ARVESCHOU, INSPECTOR GENERAL RNOAF; MAJ GEN BJORGE-HANSEN, CHIEF OF DEFENSE, CHIEF OPERATIONS STAFF; B. GJORDE, MINISTER OF INDUSTRY; L. THULIN, UNDERSTATE SECRETARY FOR INDUSTRY; PER HYSING-
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PAGE 02 OSLO 01366 221656Z

DAHL, CHAIRMAN OF STORTING STANDING COMMITTEE FOR DEFENSE; AND BJARNE HURLIN, CHAIRMAN OF BOARD, KONGSBERG VAPENFABRIKK; AND ODD LOEKHOLM, VICE-PRESIDENT DEFENSE SYSTEMS, KONGSBERG VAPENFABRIKK.

3. THE VARIOUS MEETINGS AND DISCUSSIONS WHICH WERE HELD ENABLED NORWEGIANS TO VOICE THEIR CONCERNS AND INTERESTS

IN THE F-16 PROGRAM AS WELL AS PROVIDING GENERAL DYNAMICS AN OPPORTUNITY TO CONVEY CORPORATE COMMITMENT TO AND FAITH IN THE F-16 PROGRAM. AS WAS TO BE EXPECTED IN VIEW OF PENDING STARTING DEBATE ON F-16 APPROPRIATIONS BILL, MAIN CONCERN EVIDENCED BY NORWEGIANS WAS WITH UNSATISFACTORY CO-PRODUCTION RATES.

4. ONE DISTURBING ASPECT OF THE DISCUSSIONS ON CO-PRODUCTION IS THAT FOUR DIFFERENT NORWEGIAN SOURCES BRIEFED FOUR DIFFERENT FIGURES FOR AMOUNT OF CO-PRODUCTION OFFSET ATTAINED THUS FAR. THE LACK OF AGREEMENT ON AMOUNT OF OFFSET REACHED ILLUSTRATES THE PRESSING NEED FOR A STANDARD SET OF TERMS AND RULES FOR TRACKING AND MEASURING OFFSET. IT IS GRATIFYING TO NOTE IN THIS REGARD THAT THE INDUSTRIAL SUBCOMMITTEE INTENDS TO ADDRESS THIS SUBJECT PRIOR TO THE NEXT STEERING COMMITTEE MEETING. CONTINUED MISUNDERSTANDINGS AND CONFUSION CAN BE EXPECTED UNTIL A STANDARD METHOD OF MEASURING AND TRACKING CO-PRODUCTION OFFSET IS AGREED UPON AND ESTABLISHED.

5. THE FACE-TO-FACE DISCUSSION OF ISSUES AND EXPRESSIONS OF COMMITMENT BY THE VARIOUS PARTIES HAVE CONTRIBUTED GREATLY TO IMPROVING CONFIDENCE ON BOTH SIDES. IT IS RECOMMENDED THAT SENIOR OFFICIALS OF UNITED TECHNOLOGIES AND OTHER INVOLVED COMPANIES BE ENCOURAGED TO CONSIDER SUCH VISITS.
ANDERS

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